sole instrument for accepting tenders. We expect other agencies to follow suit.

GSA processed over 22,000 household goods cost comparisons requested by civilian agencies on behalf of relocating employees in FY 89. These computer based routings calculate the cost of shipping household goods based on tenders on file with GSA which contain discounts of up to 50 percent of comparable commercial tariffs. To supplement this and other services provided by the sponsoring agency, GSA has issued a solicitation for a household goods move counseling services contract. Once awarded, Federal agencies may access this schedule-type contract to have a third party take over the management of relocating employees' household goods.

The small package express contract program completed its sixth successful year in 1989. In FY 89, Federal shippers sent almost 2.3 million packages via the contractor, Airborne Express, at a cost of just under $22 million. This overnight, desk-to-desk delivery service is nearly 70 percent below open market prices, i.e., $5.00 for the first pound and $.89 for each additional pound. In FY 90, GSA plans to expand the express package delivery options available to Federal shippers to include air cargo and several alternatives for international shipments.

Finally, the GSA traffic managers will continue to identify the service requirements of the civilian agencies and attempt to design the tailored programs necessary to meet those needs at a reasonable price.

**Summary**

In both its travel and transportation management activities, GSA's primary goal is to provide quality services to its customer agencies at the lowest possible prices consistent with the effective accomplishment of individual department and agency missions.

Chief,
Freight Management Division
Boyce Steiner

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